

Q1: Since you are looking for new businesses to be involved would you consider newly formed design and construction teams that have not worked together before? Why are you putting emphasis on teams that have worked together before when you want to have new blood? Please remove “worked together before” in your evaluation criteria.

A: Yes, we will consider teams that have not worked together before. Preference will be given to teams that have worked together before on similar jobs. We will recognize Contractors that haven’t worked with the Government before. Hotels and condos are like barracks. Fire stations and classrooms are the same as the private sector. Emphasis will be on teams. Additional credit will be given if teams have worked together before but will not be a disqualifier.

Q2: Can you tell us what the abbreviations you are using stand for, such as FBNC?

A: FBNC – Fort Bragg, North Carolina
FSGA - Fort Stewart, Georgia
FBGA - Fort Benning, Georgia
RAFB - Robins Air Force Base, Georgia
MAFB - Moody Air Force Base, Georgia
SJAFB – Seymour Johnson Air Force Base, North Carolina
MOTSU - Military Ocean Terminal Sunny Point, North Carolina
SOCOM - Special Operations Command
FGGA – Fort Gordon, Georgia
HAAF – Hunter Army Airfield, Georgia
FGILGA – Fort Gillem, Georgia
FJSC – Fort Jackson, South Carolina

Q3: What is the size of the projects?

A: FEDBIZOPS will have the magnitude range and, in the case of design-build, may have the CCL (Cost to Construct Limitation). The FY-07 potential projects were provided as a handout at the Industry Forum with the Program Amount (PA) and will be posted on the SAD website. Remember this amount is a congressionally approved budgetary amount not what we expect or estimate it will cost to do a project. However, the construction budget, which is roughly 90% of the PA with the remaining 10% for supervision and contingencies, is a constraint which cannot be exceeded. Offerors should be mindful of these constraints when preparing proposals.

Q4: Will there be additional projects?

A: The handout is the baseline; projects could be added or deleted.

Q5: Will you include subcontracting with JWOD (Javits Wagner O'Day Act) Nonprofit Agencies as part of your subcontracting evaluations?

A: No. Our market research did not reflect any interest from NIB and NISH. Moreover, these entities are not typically involved in construction contracting. However, we encourage such non-profit agencies to partner with primes and subs if they have the needed services or products.

Q6: There are several unrestricted MATOCs. Will they be segmented or grouped? For example \$5M - \$100M, segmented into pieces, i.e. 5-25M, 30-100M? Reference Mobile pools. Contractor will have to bid all instead of just a size? Can an A/E firm joint venture with more than one contractor in the same MATOC pool?

A. Unrestricted MATOC pools were determined by projected workload in a geographic area. MATOCs will be used for work within the geographic area but are regional contracts and may be used anywhere within the SAD Region. The MATOCs are not segmented or grouped by ranges of anticipated task order value, but rather upon anticipated projects coupled with contractor interest and capabilities expressed in response to our market survey posted in FedBizOps.

Yes, an A/E firm can joint venture with more than one contractor in the same MATOC pool; conversely, a Design-Build company may reflect in his response to the solicitation teaming arrangements with more than one A/E. However, the Joint Venture will be evaluated and linked with the team and the approach that he submits with his proposal.

Q7: Emphasis seems to be on speed, and there is less geotechnical information provided on design-build projects. Contractors need to be able to hit the ground running, but this presents a problem when there is insufficient geotechnical information. After award there seems to be a de-emphasis of diligence of site. Contractors base their estimates on a clean site.

A: Government needs to provide adequate geotechnical survey to reduce problems on site. Geotechnical investigations normally consist of soil borings, analysis and foundation report. Oftentimes two few borings are taken to definitize geotechnical conditions of the site. Also underground utilities are frequently encountered which were not identified on the site and utility plans because the installation does not have accurate and up to date underground utility plans. USACE will devote more effort to identifying these unforeseen site conditions during the development of the RFP.

Q8: Will you evaluate past performance and experience of the "team" and not just the prime?

A: The short answer is yes. **The Government will evaluate past performance and experience of the Prime Construction Contractor and his proposed Design Firm(s).** However, the degree of importance given to the past performance record and/or experience of a "team member" is dependent upon the "team" relationship i.e. prime/sub,

mentor-protégé, J-V, etc., the clarity of the offeror's proposal in describing these relationships, how binding they are on the parties, what the specific roles of the "team members" are to the instant procurement, and how important is a "team member's" role to the success of the project. Keep in mind, the past performance/experience submitted should correspond to the "team members" intended role in the contract. For example: submitting a wealth of information demonstrating a "team member's" experience and/or outstanding record in actually constructing a project may not be "considered" per se if the "member's" only role in the project under evaluation is to provide financial backing.

Q9: Will you require past performance information be submitted electronically or will they be submitted by mail? Electronic submissions have been a mess for other agencies. We suggest physical submittals.

A: Forms of submission, whether for past performance or other information, are driven by numerous factors unique to each procurement. Offerors should carefully review the requirements of each RFP to determine what may or may not be submitted electronically.

Q10: Will you consider work experience and past performance outside the region equally with regional experience so we can bring in new practices and innovations? Could you allow 45 days for RFP responses?

A: Yes. Experience in a particular region is not a big deal under these solicitations. We will consider overall experience—not just experience with working with USACE. No special weight given for working in a particular region.

A proposal due date and time will be shown in each RFP issued as a task order to a MATOC or SATOC contract. The length of time between the issue date and due date for each RFP will depend on the size and complexity of the task order. The goal for RFP responses to larger more complex task orders is 45 to 60 days. Smaller task orders should require less time.

Q11: Government wants best price, how will the escalating costs of concrete, copper and other raw materials be handled? Will there be anything in the contract regarding escalating costs? How was this handled Post Katrina due to shortages?

A: Districts are not using the economic price adjustment clause, based upon current USACE guidance. However, SAD will confer with USACE again regarding the feasibility of using an EPA clause. The economic price adjustment clause can create as many problems as it solves because of the requirement to audit/justify cost impacts. In contingent operations, such as disaster recovery, cost reimbursable or time-and-material contracts may be used to expedite recovery; however, these contract types are not the accepted standard for military construction.

Q12: Price escalation is an issue. Design-Build firms have a hard time with escalation since they can't lock in their supply items right away which results in more risk.

A: See answer above to Q11.

Q13: How will you evaluate price (MATOC/SATOC)?

A: We are working on approaches to evaluate. Some may include a sample task order to be awarded concurrently with contract and others may include pricing for particular disciplines, overhead or co-efficient. Information will be included in each individual RFP.

Q14: For best value, will weighting of price be public knowledge? It is difficult to make a business decision without knowing weight of price.

A: Price is always a factor in every best value decision. Price is not weighted i.e. using quantitative methods; however, there is a "relative importance" of price to all other "non-cost" factors. This importance is determined on a case-by-case basis as each procurement is uniquely individual. As such, offerors should look to the specific RFP for this information.

Q15: FedTeds does not work as well as the previous system. Can you go back to using the old system for solicitations or add improvements to FedTeds?

A: This issue has already been raised. FedTeds is a federal mandate and we do not have the option to use the old system.

Q16: Please expand on past performance questionnaires. How can contractor's get past performance questionnaire's from USACE personnel?

A: It is the Contractor's responsibility to obtain references. The Government does however pull CCASS. In addition, offeror's can contact the cognizant Contract Specialist to have existing questionnaires from previous solicitations pulled for copying and use in an ongoing procurement. Only timely written requests within reason (email is acceptable) will be honored and will in no way alleviate the offeror from his/her responsibility for ensuring proposal submissions are adequate and complete. Contracting will not respond to the adequacy or appropriateness of questionnaires pulled—we will merely indicate which submissions were located and pulled.

Q17: We anticipate teaming up with an 8(a) contractor who is scheduled to "graduate" from the 8(a) program in 2007. If we were successful in obtaining participation in one of your 8(a) pools and/or single source, would we be "thrown

out” of the program when our 8(a) status is ended or would we be grandfathered in for the duration of your program?

A: No. You would be able to perform under the contract (including all option years) until it expires.

Q18: On 8(a) set-aside contracts, we have heard that joint ventures with larger firms are encouraged to improve contracting capacity for the 8(a), especially if the 8(a) firm is teamed with their SBA mentor firm. 1) Are there any sticking points as to how the JV is set-up to maintain the 8(a) status of the JV? 2) Does the JV have to be in place prior to responding to the RFP? Or set-up after selection?

A: Joint Venture must be approved prior to award of contract. 8(a) can only Joint Venture with a Large Business that is in a mentor/protégé relationship.

Q19: I didn’t see any discussion of goals for SBA certified SDBs. Was a pool for SDBs considered, or were they included in the 8(a) pool/goals? Or the “unrestricted” pool?

A: There are no SDB set-asides. SDB goals are achieved through 8a set-asides.

Q20: What is the plan/strategy to accomplish your SDVOSB goals? Where do SDVOSB fit - \$0-\$5M? What type of projects, etc?

A: No SDVOSBs have been identified at this point. However, we are willing to set-aside for SDVOSB and amend our plan if additional firms come forward that have the capability to perform. Extensive market surveys did not identify interested and qualified SDVOSB for purposes of these procurements.

Q21: How is a smaller contractor going to be able to participate if they are unable to respond to all task orders? Will they be kicked out?

A: The Government does not want a contractor to fail. If a contractor included in a pool is at capacity or prefers not to submit an offer, that is his choice. If a firm habitually chooses not to submit offers on task orders, the contracting officer will work with the contractor to determine the reasons/ causes for lack of participation. At no point will a contractor be removed from a pool without extensive discussions with the contracting officer.